

Message Text

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ACTION PM-07

INFO OCT-01 EUR-25 NEA-10 ISO-00 L-03 AID-20 IGA-02 MC-02

TRSE-00 CIAE-00 INR-10 NSAE-00 RSC-01 EB-11 OMB-01

DRC-01 /094 W

----- 130734

R 080930Z APR 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 9222

INFO SECDEF WASHDC

AMEMBASSY ABU DHABI

AMEMBASSY MUSCAT

AMEMBASSY PARIS

C O N F I D E N T I A L KUWAIT 1343

E.O. 11652: GDS

TAGS: MASS, KU, TC, MU

SUBJECT: EAL - LITTON SALES PROSPECTS IN KUWAIT AND LOWER
GULF

1. FRED MARSH OF LITTON GUIDANCE AND CONTROL SYSTEMS
(PARIS) CALLED ON EMBOFF APRIL 7 TO BRIEF EMBASSY ON STATUS
LITTON ACTIVITIES IN KUWAIT LOWER GULF. LITTON'S LN 33 INERTIAL
NAVAID CAN BE USED ON MIRAGE F-1, NORTHROP F-5E AND LOCKHEED
C-130 AIRCRAFT. MARSH FORESEES POTENTIAL SALES OF \$25 MILLION
IN KUWAIT, ABU DHABI AND OMAN.

2. LITTON'S PRIMARY EFFORT IS TO GET PURCHASERS OF MIRAGE
F-1S TO SPECIFY LN-33 SYSTEM. THIS WAS ACCOMPLISHED IN ABU DHABI.
SITUATION COMPLICATED BY LITTON-DASSAULT AGREEMENT WHEREBY LATTER
REQUIRED SPECIFY LITTON EQUIPMENT RATHER THAN ITS OWN IF IN ATTEMPT-
ING MAKE SALE THERE IS "COMPETITION". DASSAULT DEEMED THERE
NO COMPETITION IN ABU DHABI, BUT LITTON WENT AROUND FRENCH
COMPANY DIRECTLY TO ABU DHABIANS AND MANAGED TO MAKE SALE.

3. IN KUWAIT LITTON FACES ESSENTIALLY SAME PROBLEM. MARSH SAID
DASSAULT BELIEVES SALES PROSPECTS ARE GOOD BUT SALE OF MIRAGE
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F-1 STILL NOT FOREGONE CONCLUSION HERE. COMMENT: THIS PARALLELS

OUR OWN INFORMATION. END COMMENT. AS IN ABU DHABI DASSAULT CLAIMING NO COMPETITION AND THEREFORE SPECIFYING ITS OWN EQUIPMENT.

4. MARSH TRYING MAKE POINT TO KUWAITIS THAT THEY SHOULD INSIST ON SUPERIOR LITTON NAVAIID SYSTEM, BUT KUWAIT AIR FORCE OFFICER TOLD MARSH HE MUST OBTAIN PRIOR PERMISSION FROM MOD BEFORE KAF CAN TALK DIRECTLY WITH COMPANY REP. THEREFORE, MARSH PRESENTLY WRITING TO KAF CHIEF AJEEL WITH REQUEST FOR PERMISSION TO BRIEF KUWAITIS ON LITTON NAVAIID SYSTEM. MARSH SAID HE UNDERSTANDS EMBASSY CANNOT GET INVOLVED AND HE DOES NOT EXPECT US TO DO SO.

5. IN DESCRIBING REGIONAL MARKET POSSIBILITIES MARSH NOTED LITTON NAVAIIDS ALREADY IN USE IN IRAN AND SAUDI ARABIA. HE FORESEES 18 UNITS ON C-130S IN OMAN (10 ORDERED), ABU DHABI (2 ORDERED) AND KUWAIT (2 ON HAND TO BE RETROFITTED AND 4 ORDERED). IN ADDITION HE EXPECTS 48 UNITS TO BE INSTALLED IN MIRAGE F-1S, IN ABU DHABI (14 ON HAND TO BE RETROFITTED AND 14 ON ORDER) AND IN KUWAIT (20 TO BE ORDERED). EXTRAS AND SPARES WILL BRING TOTAL TO ABOUT 80 UNITS WORTH \$25 MILLION. COMMENT: MARSH'S NUMBERS SEEM RIGHT EXCEPT WE HAD UNDERSTOOD GOK HAD ORDERED ONLY 2 CIVILIAN VERSION (L-100-30) C-130S AND NOT 4. END COMMENT.
MCCLELLAND

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